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Data General (Canada) Ltd.

PRESS RELEASE

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DATA GENERAL ANNOUNCES LOW COST BUSINESS COMPUTER SYSTEMS

Toronto, Ontario, May 17, 1977 -- Data General (Canada) Ltd. has announced the new Commercial Systems CS/40 series for small businesses or departments within large businesses. The new series, consisting of three models, is priced from approximately \$36,000 to \$108,000 as compared to Data General's line of Eclipse systems for larger scale commercial applications, which typically range from \$80,000 to 250,000.

The systems are targeted primarily at two groups of users: operational departments and subsidiaries of Financial Post 300 type companies and independent system-building organizations who serve the needs of smaller businesses in roughly the half million to 20 million dollar range.

Data General's new systems are designed for transaction-driven applications. Transaction-driven means that the data is processed immediately as the transaction is entered by an operator, instead of being processed periodically in batches. This gives businesses more timely information about their operations.

The new CS/40 systems use the Cobol programming language, which is popular in data processing departments of these larger companies. "For this reason," said Rowland H. Thomas, Vice President of Product Marketing, "The CS/40 systems will be used in applications requiring on-site computers for transaction-driven uses such as order entry, accounts receivable, accounts payable, general ledger or payroll. In addition, the CS/40 systems will be used by systems builders who develop and sell tailored systems for smaller independent businesses."

The new systems have been designed for use by operators with little training. Data entry and access functions are made easier by facilities for question-and-answer display station operation.

The new family consists of three models. One model supports a single data entry and display station; the other two support up to five stations and up to nine stations respectively.

System equipment includes data entry and display stations, a central processor with 64,000 to 192,000 bytes of semiconductor main memory, up to 40 million characters of mass data storage, magnetic tape and flexible diskette storage units, and a choice of printers.

All three models in the CS/40 family are capable of transmitting reports or other data to larger, centrally located computers, including Data General ECLIPSE models and IBM-compatible computers.

The new CS/40 system builds on our business and real-time installation experience that includes nearly 40,000 computers installed worldwide," Thomas said.

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ECLIPSE is a registered trademark of Data General Corporation

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The Data General CS/40 family is for system builders who serve smaller, independent businesses needing their own easy-to-use transaction-oriented systems. Software language features in CS/40 systems allow the development of interactive applications such as order entry and accounting functions. Minimal operator training is required for data entry and access.



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FOR IMMEDIATE RELEASE

DATA GENERAL INTRODUCES CS/40 SYSTEMS FOR SMALL BUSINESS AND DISTRIBUTED APPLICATIONS

Toronto, Ontario, May 17, 1977 -- Data General (Canada) Ltd. today announced a low-priced family of systems for small business and distributed applications. The COBOL-based Data General CS/40 family supports up to nine interactive data entry and display stations. The new systems complement Data General's line of ECLIPSE systems for larger scale commercial applications.

"The CS/40 systems are targeted primarily at two groups of COBOL-oriented users in a rapidly growing market," said Rowland H. Thomas, Vice President of Product Marketing. "One group consists of operational departments and subsidiaries of Financial Post 300 type companies. By using existing COBOL programmers and a standard language, these companies can implement localized applications such as payroll, order entry or the other traditional business functions using techniques familiar to them. Furthermore, we expect the new CS/40 system applications to be developed within these companies for their departments which do not presently use computers. The second group consists of systems organizations who serve the needs of smaller independent businesses in roughly the half million to 20 million dollar volume range. These organizations need the CS/40's standard language features and ease of use to shorten development cycles," Thomas said.

"Our new directions in commercial systems are supported by two important Data General strengths," Thomas continued. "First, our products have succeeded in a wide range of stand-alone and distributed business applications throughout our product line. Second, Data General has been successful in thousands of real-time interactive applications with smaller minicomputers. We have nearly 40,000 computers installed world wide, and the CS/40 builds on this experience by combining these strengths in a transaction-driven system which works interactively the way businesses work using software tools familiar to business data processing."

CS/40 commercial systems feature ANSI '74 standard COBOL on a powerful field proven processor and operating system software. The new system can be operated by existing personnel and can be programmed by COBOL programmers without special minicomputer training. Peripheral devices include CRT units for data entry and display, cartridge disc subsystems, diskette drive, magnetic tape drive, and choice of printers from 60 cps to 300 lpm. CS/40 family compatibility lets users increase system capacity as their business expands.

The CS/40 systems have been designed for interactive applications which require minimal operator training. The powerful CS/40 COBOL screen management facility increases the ease of operation by allowing the easy creation of interactive displays such as menus from which an operator can select appropriate data entry and display functions. Screen management also allows for "fill-in-the-blanks" screen formats to simplify data entry or access. Up to nine data entry and display stations can run any combination of user programs for order entry, payroll, accounts payables, accounts receivables, or related applications.

File management features in CS/40 systems provide comprehensive direct file access by all stations on a timely basis. CS/40 systems support sequential, relative and indexed sequential (ISAM) files. Orderly concurrent access to files by each operator is ensured by a file and record locking features. This prevents more than one operator from accessing the same record simultaneously, and means, for example, that orders entered against an inventory which is current as of the previous order entered by any other operator.

In distributed applications requiring summary data reporting to a central computer, CS/40 can optionally support synchronous communications with other CS/40 systems, larger Data General host systems or IBM compatible host installations. Batch communications are controlled via Data General's RJE-80 facility using 3780/2780 protocols. CS/40 systems also support Data General and IBM magnetic tape formats for tape file transfers to other systems or to the host.

CS/40 systems are packaged for office use. The cabinet for disc storage, processor and diskette unit is the height of a filing cabinet. Attractive,

operator-oriented Data General display terminals feature separate keyboard and a video monitor which both swivels and tilts. The 12-inch diagonal display screen has 24 lines of 80 characters each. Work station desks are available for the CRT terminals.

The CS/40 systems complement Data General's line of ECLIPSE-based systems for larger commercial applications. These systems include INFOS data base-oriented file management software and can service even larger multiple-terminal transaction-driven applciations.

Data General is one of the world's leading manufacturers of computers including microcomputers, minicomputers and medium-scale computers, with nearly 40,000 processors installed. The company's microNOVA, NOVA, and ECLIPSE computer families are sold worldwide. Data General has manufacturing facilities in Southboro, Mass; Westbrook, Maine; Portsmouth, New Hampshire; and Sunnyvale, California, and assembly operations in the Far East.

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Departments or subsidiaries of large companies can use Data General CS/40 systems to implement localized applications such as payroll, order entry or other traditional business functions using standard COBOL. Screen management features and ISAM file structures provide orderly concurrent data entry and access from workstation terminals requiring little operator training. CS/40 systems can transmit reports or other data to host computer systems.

